

RJ REYNOLDS

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

February 3, 1998

RJR Account #649920

Ms. T. Klimowski
TRIPIFOODS, INC.

MARCH: WINSTON B2G1F / PROMOTION #800115

Dear Terri:

~~509~~ 509 8034
8034
3818

WINSTON B1G1F product (6M), and Live product, has been ordered (see quantities listed below), as well as ~~840~~ skus of B2G1F Sleeve Display Kits (Item #538994) to pack and ship this promotion to your participating retail accounts. (Note that this product is not 'pre-sleeved' product.) **(Displays will be shipped to Bailey Ave. warehouse - call Angelo first for appointment @ (716) 853-7400)**

WINSTON BRAND STYLE	#/ Cases B1G1F (6M)	B1G1F UPC Code	#/ Cases LIVE	LIVE UPC Code
FF Box	28 17	12300-11226	28 (12M) 4	12300-11212
Light Box	56 34	12300-11926	28 (6M) 17	12300-11906
Ult Lt Box	28 17	12300-70326	28 (6M) 9	12300-70306

Product PO #022398

330

Product / Premium Arrival:

February 23, 1998

Ship Date to Retail:

Week of: March 9, 1998

DISPLAY DETAIL (#538994)

SKU CUBE:

1.6700

SKU WT (w/o Product):

4.5000 lbs

Retail Sales Offer per Sku:

20 Offers

Billing per Sku:

4 Full Price Cartons

PARTNERS 'BONUS' REPORTING DESCRIPTION

'WIN MAR B2G1F'

11-22-11
-2-4
-2-18

4/8/4
13/26/13

28
-11
17

-2-
B1G1F

TRIPIFOODS, INC.

EFT \$ Amount: \$35,147.01

State Breakdowns:

FL	1 Cs. Each FF Box / Ult Lt Box	1/2 Cs. Lt Box	\$534.50
NC	1 Cs. Each FF Box / Ult Lt Box	1/2 Cs. Lt Box	\$707.90
OK	NY	13 Cs. Each FF Box / Ult Lt Box / 26 Cs. Lt Box	\$5,224.67
8/4	PA	18 Cs. Each FF Box / Ult Lt Box	\$1,781.69
	PA	18 Cs. Each FF Box / Ult Lt Box	\$5,518.97
17	LIVE Product	18 Cs. FF Box / 18 Cs. Ult Lt Box / 26 Cs. Lt Box	\$2,207.59
			\$21,379.28
			<u>\$12,980.28</u>

PROMOTION DESCRIPTION: SEE ENCLOSED 'WHOLESALER PACKING INSTRUCTIONS'.

OPEN WINSTON B2G1F SHIPPING CASE. REMOVE RED CARDBOARD INSERT AND PLACE ONE B1G1F OFFER INTO EACH WINSTON STYLE-SPECIFIC SLEEVE. ADD ONE 'LIVE' WINSTON PACK OF SAME STYLE TO EACH OFFER. PLACE RED CARDBOARD INSERT BACK INTO CASE AND SHIP TO RETAILER.

BRAND STYLES: WINSTON FF BOX / WINSTON LT BOX / WINSTON ULT LT BOX

DISPLAY BRAND LOAD:

* 4 CARTONS:
2 WINSTON LT BOX
1 WINSTON FF BOX
1 WINSTON ULT LT BOX

EACH DISPLAY WILL CONTAIN TWENTY (20) B2G1F OFFERS.

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you \$28.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to \$1,568.00 (56 (12M) case(s) @ \$28.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610

/jc

cc: R. M. Duszynski
TripIFOODS: L. Krawczyk

Enclosures:

- Customer List
- Wholesaler Packing Instructions
- Promotion Flyer

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

TRIPIFOODS (#649920): CIGARETTE DISPLAYS BY STATE

51859 2954

TRIPIFOODS		DISPLAY UNITS TO SHIP TO EACH ACCOUNT	TOTAL # DISPLAYS	STATE ABBREVIATIONS																					
MARCH: WINSTON B2G1F / PROMOTION #800115				AL	CO	FL	GA	IA	IL	IN	KS	KY	MO	NC	NJ	NY	OH	OK	PA	SC	VA	WI	WV		
RETAIL DISTRIBUTION DATE: WK OF 3/9/98																									
GROUP	NO. OF STORES			AL	CO	FL	GA	IA	IL	IN	KS	KY	MO	NC	NJ	NY	OH	OK	PA	SC	VA	WI	WV		
COUNTRY CONV	8	1	8																			8			
CONSUMER BEVERAGE	3	1	3																			3			
ERIE PETRO	12	SEE LIST	24																			3	21		
K & K FOODMART	7	1	7																			7			
KENYON VARIETY	7	1	7																			7			
LAKE COUNTY	8	1	8																			8			
NOCO	38	1	38																			38			
PAL MART	4	SEE LIST	5																			5			
PETRO USA	5	1	5																			5			
PHAR MOR	88	SEE LIST	326	3	6	16	9	6	10	10	6	0	3	21	3						56	4	149		
POCO MART	4	SEE LIST	5																			1	4		
RED APPLE/ KWIK-FIL	299	1	299																		172	11	116		
SHIPLEY OIL	2	SEE LIST	4																				4		
XTRA MART/ MID VALLEY	39	SEE LIST	39																		34		5		
INDEPENDENTS (AND SMALL CHAINS)	39	SEE LIST	57																		30	7	19		
TOTALS	563		825	3	6	16	9	6	10	10	6	0	3	21	3	321	74	4	348	12	0	0	13		

475 509

425 SMS584N1
ORDER FROM: 16XXXX
SHIP TO: 1626 / 672483

SALES MATERIALS SYSTEM

ORDER REVIEW

02/03/98 16:55
MASTER ORDER NBR: 8034-3795

SKU (LINES 1 - 1 OF 1 SHOWN)
QTY ITEM DESCRIPTION----- UNITS/SKU
840 538994 WIN MARCH B2G1F DISPLAY

3818
MAXIMUM ORIGINAL L REMAIN
ORDER ALLOC E ALLOC
QTY QTY V QTY
4950 R 1161

Dupi

(*) ASTERISKS INDICATE THAT THE MAXIMUM ORDER QTY WAS ORIGINALLY EXCEEDED

PF3 - RETURN TO PREVIOUS SCREEN PF7 - SCROLL UP

PF4 - CONTINUE WITH ORDER PF8 - SCROLL DOWN

PF12 - MAIN MENU

PF1 - HELP

51859 2955